



Trade Sales Consultant

DESCRIPTION

Established for 40 years, we pride ourselves on offering the best services to independent travel agents who need our product expertise to help them create high-quality tailor-made travel arrangements for their customers the USA, Canada, Mexico, and the Caribbean.

We are currently looking for home based Travel Sales Consultants to join our busy sales team to make bookings to the USA, Caribbean, and Mexico for our Travel Agents over the phone and by email.

We are offering you the opportunity to work for a dynamic and forward-thinking organisation, arranging a wide variety of holidays including, Disneyworld, theme park passes, villas, hotels, twin centres, fly and cruise, multi centre, tailor-made, motorhomes and much, much more.

We are looking for enthusiastic individuals who have a drive to succeed in sales and are committed to delivering outstanding customer service with a passion for the areas we cover.

REQUIREMENTS

1. Essential Experience

- A minimum of two years' previous recent experience for either a retail travel agency or tour operator.
- Able to work to targets in a pressurized sales environment.
- Previous experience creating high-quality tailor-made travel itineraries.
- Prior destination and product knowledge of the USA
- Knowledge of scheduled airlines
- Strong problem-solving skills and multitasking abilities.
- Confident and friendly telephone manner.
- Able to work well within a thriving team environment.
- Excellent customer service skills
- Enthusiastic telephone manner
- A drive to succeed.

2. Useful Experience

- Previous experience of using Airline Reservations Systems (Galileo, Sabre, Amadeus, Worldspan) Galileo preferred.
- Previous experience using the Dolphin system.
- Previous experience of working from home.

HOURS OF WORK

37.5 hours per week including 1 hour for lunch.

Monday – Saturday 9am - 5.30pm with a day off in lieu when working a Saturday.

BENEFITS

Basic Salary £20,319 plus our generous uncapped commission structure with on target earning of £25000-£30000.

Working from home allowance £1,200 per annum

Plus, commission on sales from month one onwards.

28 days paid holiday (including Bank holidays) increasing to up 33 days for long service.

Plus 1 additional paid day's holiday for your birthday

Annualised hours giving the opportunity to bank additional worked hours to be used another time.

Home Working

Excellent training

Wellbeing Programme including mindfulness and meditation courses

Perks at Work Discount Programme

Money towards optical and dental

Virtual GP telephone and video appointments

Employee Assistance Programme

Workplace Pension

Optional Private Dental Insurance Plan

Familiarisation Trips,

Holiday Concessions and Incentives

Online Company events

3 in person company events per year